

BAER AIR
A UNITED STATES CERTIFICATED AIR CARRIER

Dear Fellow Traveler,

Thank you for considering Baer Air, Brevard County's hometown airline, as your flight department and air travel provider. If you have a need to travel by air we may be just the company you've been seeking.

I founded Baer Air in 2002 with a concept of providing an alternative to scheduled air carriers that would be safe, convenient, reliable and affordable. Today, with a fleet of aircraft from Pipers to Jets and King Airs in between, we are able to offer this service throughout North America and the Caribbean.

In 2004 we expanded into an aircraft management company to provide a means for our most frequent travelers to consider ownership as a way to reduce cost and ensure availability. With in-house facilities and personnel to support every aspect of our Air Carrier from customer service to maintenance, we are able to provide a professional travel experience to charter customers and aircraft owners alike.

In 2008 we made a long term commitment to operating from the Melbourne Airport by constructing our 29,000 square foot Operations and Maintenance Center at 150 South Apollo Boulevard. From this location, we are able to control all our costs, including fuel, while we dispatch and route our aircraft throughout the country.

Whether your air travel needs are business or discretionary, as a charter customer or non-pilot aircraft owner, having realistic expectations and costs presented to you in a concise, accurate form should be of utmost importance. Safety, convenience, reliability, professionalism, all delivered with a personal touch; these are the expectations you have. But equally important to your satisfaction are the costs associated with these expectations, your comfort level with these costs, and are they realistic?

As you read through this literature you may come to appreciate how very few flight options are available that provide the flexibility and security of Baer Air. We have continued our growth in very difficult economic times because of a company culture, and our employees' commitment to that culture, that every aspect of our business must be sustainable. Our customers must want to return and look forward to their next flight

While we may be the company you are seeking, if you have a need to travel by air I'm certain you're the company we are seeking! I thank you for the opportunity to link together your travel needs and our capabilities to serve them.

Safe Travels,

Bill Baer, Owner

Definitions and Abbreviations:

Air Carrier: An entity recognized by the FAA to provide air transportation to the public in accordance with the Operations Specifications issued to that specific air carrier

CFR: Code of Federal Regulations

Charter Broker: A company or individual that buys charter at wholesale and resells it at retail. The broker is responsible for payment to the charter provider, for assessing end-user taxes and fees, and for ensuring their customer's safety and satisfaction. A charter operator may act as a broker to provide supplemental lift to their customer.

Commercial Operator: means a person who, for compensation or hire, engages in the carriage by aircraft in air commerce of persons or property, other than as an air carrier. (NOTE: The NTSB Administrative Law Judge has determined: *Where it is doubtful that an operation is for "compensation or hire", the test applied is whether the carriage by air is merely incidental to the person's other business or is, in itself, a major enterprise for profit.*)

Common Carriage: Providing air transportation under Part 121 or 135 of the FARs

Direct Air Carrier: An air carrier that provides the actual service it advertises without contracting out to another carrier

DOT: Federal Department of Transportation

FAA: Federal Aviation Administration

FAR: Federal Aviation Regulations

FET: Federal Excise Tax

Holding Out to the Public: Advertising air travel to the general public

NTSB: National Transportation Safety Board

Operations Specifications: Also referred to as Ops Specs. FAA issued operating parameters issued to a specific air carrier or commercial operator defining the type of operations authorized (i.e. cargo only, day time operations only, etc.), area of authorization (i.e. domestic U.S.), approved management personnel, and type of aircraft authorized for use.

Part 91: A section of the FARs that regulates aircraft operations to private, non-commercial air travel

Part 91K: A subsection of Part 91 that regulates Fractional Aircraft Ownership Programs ("probably the most intentionally misinterpreted regulation", billbaer)

Part 121: A section of the FARs that regulates large air carrier operations

Part 135: A section of the FARs that regulates small air carrier operations

Choosing an Air Carrier and/or Aircraft Management Company:

While it may seem the choices associated with choosing an air carrier or management company are endless, the reality is there are actually very few companies from which to choose. Corporations that have chosen to own an aircraft have traditionally established in-house flight departments and operated their aircraft under Part 91 in a non-commercial arrangement. Others have hired a pilot on an as-needed basis and sought out a licensed FAA mechanic to maintain the aircraft in a personal hangar at a general aviation airport. While the former is a very reliable way to operate, it is also the most costly, and the latter is really just a short term solution that leads to heartache and frustration as contract pilots are frequently unavailable and maintenance is notoriously unreliable and inconsistent.

Consider the following:

Baer Air is a certificated air carrier engaged in common carriage airline operations. We were issued air carrier certificate BP5A605K on August 15, 2003 and on the same date, approval from the Federal Department of Transportation (FDOT) to transport passengers and cargo in interstate commerce. The Federal Aviation Administration has assigned three Air Carrier Inspectors from the Orlando FAA Office to oversee our operations on a continual basis. I would not operate an aircraft management company without an air carrier certificate. The FAA is a vital link in our Safety Management System and all of us at Baer Air know the tremendous trust you and the FAA place in us every time we fly. We do not ever want to betray that trust. The final responsibility for the safety and proper documentation of our operations rests with Baer Air.

Baer Air performs maintenance on our aircraft with our own maintenance department and a Director of Maintenance authorized by the FAA to comply with our approved General Maintenance Manual (GMM) inspections and procedures. In house maintenance facilities and personnel allow us to perform maintenance every day on our aircraft. Minor maintenance issues are addressed at each return to our Operations and Maintenance Center (OMC) located in Melbourne, Florida. There are certain efficiencies to outsourcing specific maintenance tasks such as continuing airworthiness of avionics components, but as Baer Air continues to expand our fleet, we also continually review the cost and benefit of these outsourced tasks. The final responsibility for the airworthiness of your aircraft rests with Baer Air.

Baer Air pilots are all full time Baer Air employees. We do not use contract pilots. All our pilots have completed the same new hire training curriculum all airline pilots receive, and all our Captains take an FAA checkride every six months to ensure the highest level of proficiency. In addition, prior to each check ride in the actual aircraft, each pilot first must successfully complete a mock check ride in a simulator dry leased from SIMCOM Flight Training Centers. At Baer Air, our pilot training philosophy incorporates a belief that an individual does not know their and their aircraft's limitations unless they exceed them. Simulator training allows us to do this. The final responsibility for the safety of our flight operations rests with Baer Air.

Because Baer Air is an FAA certificated airline, we are required to report to the FAA any time our operation experiences a mechanical condition, no matter how minor, that does not allow us to complete a flight as planned. We are also required to report any incidents that may indicate a possible trend in reduced safety or personnel training.

Along with these reports, Baer Air must submit a comprehensive written plan of action to address the root cause of the disclosure. This close attention to detail allows us to continually assess our operational safety practices and training. Experiences at other air carriers have demonstrated a serious safety breach often resulted from a series of smaller safety lapses. The final responsibility for the continual safety of our entire operations rests with Baer Air.

Baer Air has its own facilities for providing maintenance, refueling services, and aircraft storage. All our aircraft are secure and protected from the elements. In addition, Baer Air has a comprehensive plan to relocate aircraft, out of harms way, in the event of a hurricane. The final responsibility for the safety of your aircraft and the investment you have made rests with Baer Air.

Baer Air operates three distinct aircraft types to tailor the correct aircraft to your travel needs. Propeller powered aircraft for shorter flights, King Airs for mid-range, and Beechjets for those flights over 600 miles. All are offered with a Block Hour program to save money and the flexibility to exchange between fleets.

Baer Air has a dedicated Customer Service Team supervised by Alexandra Roberts. Alex is the ring master in an operation that requires a tremendous amount of coordination. It is her staff who will provide the concierge service that truly does set Baer Air apart from other air carriers. Our CSR offices are collocated within our Operations and Maintenance Center in order to minimize disruptions from weather, air traffic control, and unscheduled maintenance while maximizing the efficiency of your flight. Providing 24 hour a day phone contact with a CSR, we know the final responsibility to ensure a seamless, flexible, hassle free travel experience rests with Baer Air.

The Checklist Version:

- Baer Air is an FAA Certificated Airline
- Baer Air has a fully staffed in house maintenance department
- Baer Air has an FAA approved Director of Maintenance
- Baer Air pilots are all full time employees averaging over 5000 hours of flight experience
- Baer Air Captains and First Officers are all trained to FAR Part 135 Standards and receive simulator training and FAA checkrides every 6 months
- Baer Air operations are under direct FAA oversight as an air carrier
- Baer Air owns its facilities
- Baer Air operates three fleets of aircraft type to best serve specific travel
- Baer Air has a dedicated Customer Service Team to make your life easier
- Baer Air can also serve as a Charter Broker to guarantee there is no better value and service in the industry

Thank you for flying Baer Air, Brevard County's Hometown Airline!